



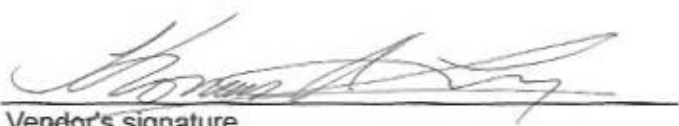
Invoice No.: IND-1015-0004

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 2/23/16
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2015 - 9/30/2016
Contract Amount: \$3,500,000.00
Contract Number: A70-5-041137
Date of Services: 1/1/2016 - 1/31/2016
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paic \$ 127,023.65
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



STANDARDS FOR
EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112

717-541-1112 (V) 717-541-9713 (F)

www.RealAlternatives.org • www.LoveFacts.org • www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2015 - September 30, 2016

| Expense Type | Budget Category | Expense Detail | Budgeted Cost | Actual Expenses YTD-Dec 2015 | Actual Cost Jan-16 | Remaining Cost Feb 2016 to Sep-2016 |
|----------------|-----------------|----------------------------------|-----------------------|---------------------------------|-----------------------|--|
| Administrative | Salary | President & CEO | \$58,000.00 | 12,715.72 | \$3,662.38 | \$41,621.90 |
| Administrative | Salary | VP of Administration | \$13,000.00 | 1,191.31 | \$726.62 | \$11,082.07 |
| Administrative | Salary | Assistant Director of Finance | \$0.00 | - | - | \$0.00 |
| Administrative | Salary | Senior Accountant | \$3,000.00 | 261.39 | \$184.51 | \$2,554.10 |
| Administrative | Salary | Junior Accountant | \$2,000.00 | - | - | \$2,000.00 |
| Administrative | Salary | Bookkeeper | \$3,000.00 | 121.88 | - | \$2,878.12 |
| Services | Salary | VP of Operations | \$45,000.00 | 5,292.83 | \$1,652.14 | \$38,055.03 |
| Services | Salary | Indiana Services Director | \$40,000.00 | - | - | \$40,000.00 |
| Services | Salary | Services Coordinator | \$4,000.00 | 672.91 | \$486.88 | \$2,840.21 |
| Services | Salary | Services Assistance | \$3,000.00 | 535.62 | \$486.18 | \$1,998.20 |
| Services | Salary | Billing Coordinator | \$5,000.00 | 949.50 | \$441.00 | \$3,609.50 |
| Services | Salary | Service Provider Approval | \$5,000.00 | 152.54 | \$540.00 | \$4,307.46 |
| Services | Salary | Service Provider Monitoring | \$5,000.00 | 74.41 | - | \$4,925.59 |
| Services | Salary | Hotline Counselor | \$4,000.00 | 161.90 | \$39.33 | \$3,808.77 |
| | | Subtotal | \$190,000.00 | \$22,120.01 | \$8,199.04 | \$159,680.95 |
| Administrative | Fringe | Unused Sick | \$0.00 | - | - | \$0.00 |
| Services | Fringe | Unused Sick | \$0.00 | - | - | \$0.00 |
| Administrative | Fringe | Payroll Taxes | \$6,500.00 | 286.34 | \$360.69 | \$5,852.97 |
| Services | Fringe | Payroll Taxes | \$9,000.00 | 244.69 | \$401.40 | \$8,353.91 |
| Administrative | Fringe | Workers' Comp | \$300.00 | 43.33 | \$22.06 | \$234.61 |
| Services | Fringe | Workers' Comp | \$500.00 | 35.45 | \$18.06 | \$446.49 |
| Administrative | Fringe | Pension | \$3,750.00 | 407.02 | \$108.97 | \$3,234.01 |
| Services | Fringe | Pension | \$2,000.00 | 182.09 | \$88.01 | \$1,749.90 |
| Administrative | Fringe | Employee Group Ins | \$13,000.00 | 2,374.25 | \$1,001.62 | \$9,624.13 |
| Services | Fringe | Employee Group Ins | \$10,000.00 | 1,317.65 | \$576.43 | \$8,105.72 |
| | | Subtotal | \$45,050.00 | \$4,091.02 | \$2,557.24 | \$37,601.74 |
| Administrative | Travel | Travel/Lodging | \$500.00 | - | - | \$500.00 |
| Services | Travel | Travel | \$10,000.00 | - | - | \$10,000.00 |
| | | Subtotal | \$10,500.00 | \$0.00 | \$0.00 | \$10,500.00 |
| Administrative | Supplies | Office Expense | \$91,700.00 | 536.52 | \$121.98 | \$91,041.50 |
| Administrative | Supplies | Computer Resources/Upgrades | \$25,000.00 | - | - | \$25,000.00 |
| Services | Supplies | Client Education Materials | \$120,000.00 | 3.60 | - | \$119,996.40 |
| Services | Supplies | Pregnancy Test Kits | \$0.00 | - | - | \$0.00 |
| | | Subtotal | \$236,700.00 | \$540.12 | \$121.98 | \$236,037.90 |
| Administrative | Contracts | Accounting/IT/Legal consulting | \$20,000.00 | - | - | \$20,000.00 |
| Administrative | Contracts | Auditing | \$3,500.00 | 531.89 | \$270.89 | \$2,697.22 |
| Administrative | Contracts | Copier Service Contracts | \$500.00 | 56.36 | \$39.18 | \$404.46 |
| Services | Contracts | Client Service Providers | \$2,412,500.00 | 269,625.67 | \$112,638.42 | \$2,030,235.91 |
| Services | Contracts | Meetings/Seminars/Conference | \$7,000.00 | - | - | \$7,000.00 |
| Services | Contracts | Services Advertising | \$485,000.00 | 2,000.00 | \$385.00 | \$482,615.00 |
| Services | Contracts | Services Database Consulting | \$15,000.00 | 1,062.50 | \$807.50 | \$13,130.00 |
| | | Subtotal | \$2,943,500.00 | \$273,276.42 | \$114,140.99 | \$2,556,062.59 |
| Administrative | Other | Professional Development | \$2,000.00 | 318.81 | \$291.56 | \$1,389.63 |
| Administrative | Other | Job advertising | \$500.00 | - | - | \$500.00 |
| Administrative | Other | New employee screening | \$250.00 | - | - | \$250.00 |
| Administrative | Other | Postage/Shipping | \$15,000.00 | 286.07 | \$101.05 | \$14,632.88 |
| Administrative | Other | Rent | \$46,000.00 | 1,599.60 | \$1,206.78 | \$43,193.62 |
| Administrative | Other | Telephone Service | \$3,500.00 | 467.04 | \$179.90 | \$2,853.06 |
| Administrative | Other | General Business Liability Ins | \$750.00 | 79.30 | \$40.39 | \$630.31 |
| Administrative | Other | Insurance - Directors & Officers | \$1,250.00 | 193.25 | \$96.42 | \$956.33 |
| Services | Other | Toll Free Referral System | \$5,000.00 | 110.01 | \$86.30 | \$4,803.69 |
| Services | Other | Contract Clostout - Cost | \$0.00 | - | - | \$0.00 |
| | | Subtotal | \$74,250.00 | \$3,034.08 | \$2,004.40 | \$69,211.52 |
| Administrative | | | \$313,000.00 | 21,450.08 | 8,417.00 | \$283,132.92 |
| Services | | | \$3,187,000.00 | \$282,411.57 | \$116,606.65 | \$2,785,981.78 |
| | | Total | \$3,500,000.00 | \$303,861.65 | \$127,023.65 | \$3,069,114.70 |

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2015-16

| Cost Category | Budgeted Dollars | Actual Expenses | Actual Expenses | Remaining Cost |
|--------------------------------------|-------------------------|------------------------|------------------------|-----------------------------|
| Personnel | | YTD-Dec 2015 | Jan-16 | Feb 2016 to Sep-2016 |
| President & CEO | \$58,000.00 | \$ 12,715.72 | \$3,662.38 | \$41,621.90 |
| VP of Administration | \$13,000.00 | \$ 1,191.31 | \$726.62 | \$11,082.07 |
| Assistant Director of Finance | \$0.00 | \$ - | | \$0.00 |
| Senior Accountant | \$3,000.00 | \$ 261.39 | \$184.51 | \$2,554.10 |
| Junior Accountant | \$2,000.00 | \$ - | | \$2,000.00 |
| Bookkeeper | \$3,000.00 | \$ 121.88 | | \$2,878.12 |
| Professional Development | \$2,000.00 | \$ 318.81 | \$291.56 | \$1,389.63 |
| Payroll Taxes | \$6,500.00 | \$ 286.34 | \$360.69 | \$5,852.97 |
| Workers Compensation Insurance | \$300.00 | \$ 43.33 | \$22.06 | \$234.61 |
| Pension | \$3,750.00 | \$ 407.02 | \$108.97 | \$3,234.01 |
| Employee Group Insurance | \$13,000.00 | \$ 2,374.25 | \$1,001.62 | \$9,624.13 |
| Job Advertising | \$500.00 | \$ - | | \$500.00 |
| New Employee Screening | \$250.00 | \$ - | | \$0.00 |
| Total Personnel | \$ 105,300.00 | \$ 17,720.05 | \$ 6,358.41 | \$ 80,971.54 |
| | | | | |
| Operating | Budgeted Dollars | | | |
| Accounting/IT/Legal Consulting | \$20,000.00 | \$ - | | \$20,000.00 |
| Postage/Shipping | \$15,000.00 | \$ 266.07 | \$101.05 | \$14,632.88 |
| Auditing | \$3,500.00 | \$ 531.89 | \$270.89 | \$2,697.22 |
| Travel/Lodging | \$500.00 | \$ - | | \$500.00 |
| Rent | \$46,000.00 | \$ 1,599.60 | \$1,206.78 | \$43,193.62 |
| Telephone Service | \$3,500.00 | \$ 467.04 | \$179.90 | \$2,853.06 |
| General Business Liability Insurance | \$750.00 | \$ 79.30 | \$40.39 | \$630.31 |
| Insurance-Directors & Officers | \$1,250.00 | \$ 193.25 | \$98.42 | \$958.33 |
| Office Expense | \$91,700.00 | \$ 536.52 | \$121.98 | \$91,041.50 |
| Computer Resources | \$25,000.00 | \$ - | | \$25,000.00 |
| | | \$ - | | |
| Total Operating | \$ 207,200.00 | \$ 3,673.67 | \$ 2,019.41 | \$ 201,506.92 |
| | | | | |
| Equipment | Budgeted Dollars | | | |
| Equipment Service Contracts | \$500.00 | \$ 56.36 | \$39.18 | \$404.46 |
| | | | | |
| Total Administrative Expenses | \$ 313,000.00 | \$ 21,450.08 | \$ 8,417.00 | \$ 282,882.92 |

Real Alternatives
Actual Services Expenses
Indiana: Fiscal Year 2015-16

| Cost Category | Budgeted Dollars | Actual Expenses | Actual Expenses | Remaining Cost |
|-------------------------------------|-------------------------|------------------------|------------------------|-----------------------------|
| Personnel | | YTD-Dec 2015 | Jan-16 | Feb 2016 to Sep-2016 |
| Vice President of Operations | \$45,000.00 | \$ 5,292.83 | \$1,652.14 | \$38,055.03 |
| Indiana Services Director | \$40,000.00 | \$ - | | \$40,000.00 |
| Services Coordinator | \$4,000.00 | \$ 672.91 | \$486.88 | \$2,840.21 |
| Billing Coordinator | \$5,000.00 | \$ 949.50 | \$441.00 | \$3,609.50 |
| Services Assistance | \$3,000.00 | \$ 535.62 | \$466.18 | \$1,998.20 |
| Service Provider Approval | \$5,000.00 | \$ 152.54 | \$540.00 | \$4,307.46 |
| Service Provider Monitoring | \$5,000.00 | \$ 74.41 | | \$4,925.59 |
| Hotline Counselor | \$4,000.00 | \$ 151.90 | \$39.33 | \$3,808.77 |
| Payroll Taxes | \$9,000.00 | \$ 244.69 | \$401.40 | \$8,353.91 |
| Workers Compensation Insurance | \$500.00 | \$ 35.45 | \$18.06 | \$446.49 |
| Pension | \$2,000.00 | \$ 182.09 | \$68.01 | \$1,749.90 |
| Employee Group Insurance | \$10,000.00 | \$ 1,317.85 | \$576.43 | \$8,105.72 |
| | | | | |
| | | | | |
| | | | | |
| Total Personnel | \$ 132,500.00 | \$ 9,609.79 | \$ 4,689.43 | \$ 118,200.78 |
| | | | | |
| Operating | Budgeted Dollars | | | |
| Client Education Materials | \$120,000.00 | \$ 3.60 | | \$119,996.40 |
| Services Advertising | \$485,000.00 | \$ 2,000.00 | \$385.00 | \$482,615.00 |
| Meetings/Seminars/Conference | \$7,000.00 | \$ - | | \$7,000.00 |
| Travel/Lodging To Service Providers | \$10,000.00 | \$ - | | \$10,000.00 |
| Srvcs Database Consulting & Dev | \$15,000.00 | \$ 1,062.50 | \$807.50 | \$13,130.00 |
| Client Service Providers | \$2,412,500.00 | \$ 269,625.67 | \$112,638.42 | \$2,030,235.91 |
| Toll-free Referral System | \$5,000.00 | \$ 110.01 | \$86.30 | \$4,803.69 |
| Contract Closeout Cost | \$0.00 | \$ - | | \$0.00 |
| | | | | |
| | | | | |
| | | | | |
| Total Operating | \$ 3,054,500.00 | \$ 272,801.78 | \$ 113,917.22 | \$ 2,667,781.00 |
| | | | | |
| Equipment | Budgeted Dollars | | | |
| Pregnancy Test Kits | \$0.00 | \$ - | \$ - | \$0.00 |
| | | | | |
| Total Services Expenses | \$ 3,187,000.00 | \$ 282,411.57 | \$ 118,606.65 | \$ 2,785,981.78 |